

PREPROFILING SCRIPT

Hi, _____, this is _____. I'm going to be your beauty consultant on night for _____'s Mary Kay skin care class. Do you mind if I ask you a few questions about your skin so I can make sure I bring the right products for you to try?

Great. First of all, what does your current skin care program consist of? (See question 3 on customer profile)

Do you have any problem areas with your skin or are there any specific concerns that you would like to address? (See question 6 on customer profile)

What kind of skin type do you have (i.e. dry, normal, combo. or oily)? (See question 4 on customer profile)

What's your complexion (i.e. fair, medium or dark)? (See question 5 on customer profile)

Finally, if you could change one thing about your skin, what would it be? (See question 2 on customer profile) Great, I have the perfect Mary Kay products to address your concern that I can't wait to share with you on _____ night.

Well, that's it. Thank you for your time, _____. I'm looking forward to meeting you in person at _____'s on _____. I'll see you then.